338

UNITED
NATIONS

TD

United Nations Conference
on Trade and Development

Distr.
GENERAL

TD/B/C.I/AC/11
23 August 1990

Original: ENGLISH

TRADE AND DEVELOPMENT BOARD
Committee on Commodities
Working Party on Diversification, Processing, Marketing
and Distribution, including Transportation
Third session
Geneva, 5 November 1990
Item 3 of the provisional agenda

THE IMPROVEMENT OF INFORMATION FLOWS TO AID INVESTMENT DECISIONS

Information flows to aid investment decisions

Report by the UNCTAD secretariat

GE.90-52220

CONTENTS

Chapter		Paragraphs	Page
	Summary and conclusions	1 - 10	1
I.	**Information needed for decisions about investment in diversification**	11 - 25	3
	A. Information required for elaboration of diversification programmes	13 - 18	3
	B. Information required by entrepreneurs considering investment opportunities	19 - 27	4
II.	**How are information requirements being met?**	26 - 48	6
	A. External sources of information on markets and competitiveness	28 - 42	6
	B. Sources of finance	43	10
	C. Information on investment possibilities for foreign investors	44 - 46	10
	D. Information on feasibility studies	47 - 49	11
III.	**Some gaps in information and in information flows, and suggestions for improvements**	49 - 66	12
	A. Country information	50 - 55	12
	B. External information	56 - 66	13
	Annex		17
	A Select Annotated List of Information Sources		17
	General information sources		17
	Selected product-specific sources		25
	Bauxite/alumina/aluminium		25
	Cocoa		26
	Fish and seafood		27
	Fresh fruits, vegetables and fruit juices		28
	Iron ore		29

SUMMARY AND CONCLUSIONS

1. Improvement of information flows to aid investment decisions has regarded by the United Nations Conference on Trade and Development as one of the key areas for action by UNCTAD to assist in the horizontal and vertical diversification of developing-country economies. As recognized by the Conference, the first step for a country is the elaboration of diversification programmes, which are primarily its responsibility, and to which international assistance should be directed. In elaborating such programmes it is clearly necessary for a developing country to assess its agricultural, water, and mineral bases, its potential for export and the investment requirements. This assessment and the realization of diverisification opportunities through decisions on investment depend heavily on the availability and useability of various types of information, which is the subject of this report.

2. The types of information required vary according to the needs of the decision-makers, both governments and enterprises. Governments have to identify the potential for horizontal and vertical diversification, and enterprises have to decide whether or not to undertake feasibility studies to evaluate the identified specific investment opportunities. Opportunities for diversification will differ from country to country, depending on natural resource endowments, labour skills and management capabilities, competitiveness, extent of capital needs, required infrastructure and market outlets. While the basic information needs of governments concern resources assessments, the information required by enterprises covers a much broader spectrum. The latter includes fiscal and foreign-exchange regulations, information on the availability of government assistance (legal, fiscal or otherwise), and on the characteristics of domestic and/or external markets, competitiveness, possible sources of finance and potential investment partners. These information requirements are outlined in more detail in chapter I. Chapters II and III review how the needs of enterprises are currently being met, the gaps in available information and difficulties in accessing and using it. The annex provides a brief overview of major information sources on commodities in general, and, as examples, more specific material for a selection of products.

3. The world is fast entering into a phase where the performance of the service sector is a primordial determinant of economic success. In this situation the role of information, its collection, processing and dissemination, is crucial, and those without the means to handle information flows quickly and efficiently are at a severe disadvantage. Much information is now collected and disseminated through computer networks, a system which requires not only sophisticated equipment but also the skills necessary to use it. Developing countries have little choice but to enter the high-tech world, given their dependence for survival on being competitive in the international trading environment where competitors use the latest technology. The success of diversification efforts will depend in most cases on being able to reap the benefits of advanced information technologies.

4. Governments of individual countries are responsible for collecting and diffusing information about their national situation, including on the natural resources situation, on other economic indicators and on policies and legislation affecting these policies. However, they have a need for technical and financial assistance to undertake, complete or update resource assessments, in both the mineral and agricultural sectors, as these are often incomplete or out of date, and new techniques have been developed for improving their accuracy. Such assessments are required in order to determine diversification options and to make policy choices affecting these options.

5. Export diversification efforts, when undertaken simultaneously in different countries, can lead to increased competition through expanded trade in the same export products. Consequently, improved co-ordination through exchanges of information on investment plans and policies among governments would be beneficial to all. Existing producer/consumer forums provide an appropriate framework for doing this and should be encouraged to initiate frank discussions on these sensitive issues.

READEX FICHE

6. It seems that general information from external sources which permits a preliminary identification of investment opportunities for exports is abundant. The problem is that this information is often not systematically organized to facilitate its collection and dissemination in an efficient manner. Increased co-ordination, both nationally and internationally, among different information centres is required and the integration of existing data bases would be a useful step in this direction. It may also be necessary to provide more disaggregated information for certain products and to increase the frequency in both reporting and distribution of the data, in response to requests from users. Also there appear to be significant differences between traditional and non-traditional, less widely traded products as regards availability of certain kinds of information. For example, markets and marketing systems are fairly well documented for traditional primary products such as sugar, coffee and cocoa but much less is known for non-traditional and processed products such as cut flowers, fresh vegetables, timber products and processed coffee.

7. Information on world industry and market structures is at best scanty and usually proprietary. This creates lacunae for the taking of decisions on production and further processing of certain commodities. The lacunae concern the degree of concentration of the industry in world markets and in individual importing countries. A start was made to fill part of this gap by the work of the Raw Materials Group on ownership in the mining sector.[1] Studies previously undertaken by the UNCTAD secretariat on processing, marketing and distribution of certain specific commodities, and the recent joint UNCTAD/ICCO study on cocoa to the year 2005, also provide some, albeit incomplete, information in this area. A major problem with any data on industry structure is that it becomes out-of-date virtually immediately it is available because of acquisitions, mergers and takeovers. Collection and analysis of information on industry and market structures is also time- and resources-consuming. Nevertheless it needs to be done and preferably on a global basis. An international initiative to tackle this problem is clearly required.

8. The existence of information per se does not mean that it is capable of being used. An area where assistance is required is the development and provision of tools for analysis and evaluation to developing countries. There is a clear need to increase the capacity of developing countries to digest and utilize effectively the information they receive. They need to be able to evaluate conclusions presented to them from outside and to be in a position to reach their own conclusions. Increased training, the development of training materials and the provision of equipment in this regard are vital for the development of project proposals and the undertaking and evaluating of market surveys and feasibility studies-areas for which many countries now have to rely on external assistance through bilateral or international agencies, private consultancy firms or foreign investment partners.

9. While much information can be and is provided in published form, one should not underestimate the importance of direct contacts and discussions, at both the intergovernmental and private sector levels, as a means of improving information flows. Commodity specific bodies of various sorts can be an important means for facilitating such exchanges, especially if they involve both government and enterprise participants. Also business clubs or meetings, producer/trade/industry associations, co-operatives and other such forums are means of bringing entrepreneurs together, both within a country and across borders.

10. The international community can certainly play an important role in improving information flows through stimulating the gathering and dissemination of information for areas where there are gaps; in helping to co-ordinate information and make it more accessible to users in developing countries; in providing tools and training for its use and in providing forums for stimulating direct contacts between interested parties.

---

1 For details see annex, p.5

Chapter I

INFORMATION NEEDED FOR DECISIONS ABOUT INVESTMENT IN DIVERSIFICATION

11. The types and detail of information needed to promote diversification and to aid investment decisions obviously depend on who is the decision-maker. There are two quite distinct levels at which decisions are being taken: a macroeconomic level at which the government, in its formulation and elaboration of a diversification programme, identifies potential areas for horizontal and vertical diversification, and the microeconomic level or enterprise level at which the investors themselves make decisions. The two levels determine different though overlapping sets of information needs. Certain types of information are of basic concern at both levels, to permit identification of possible areas for diversification and to decide on whether to undertake a prefeasiblity study to assess a specific investment opportunity. These areas cover information on certain general economic aspects of the country in question, in particular raw materials available; on the characteristics of domestic and/or external markets; on competitiveness as well as on possible sources of finance and potential investment partners.

12. There are significant differences as regards access to information. Certain kinds of information concerning the resouces of a country can only be provided by governments. Access by the private sector to such information then becomes dependent on the efforts undertaken by governments to disseminate it both domestically and externally. The domestic business sector usually has a good knowledge of domestic capabilities and market requirements as such information is obtained through direct, local contacts. Only those entrepreneurs who already have established contacts abroad have some degree of knowledge about information required specifically for exporting. A foreign investor, on the other hand, usually has information both on the technical aspects as well as on potential external markets, while he often lacks information on certain internal conditions in the host country, in particular as regards information needed which is not easily obtainable in published forms. The following sections elaborate on these information requirements in more detail.

A. Information required for elaboration of diversification programmes

13. The Conference agreed at UNCTAD VII that international assistance should be directed to viable diversification programmes, decisions on which are primarily the responsibility of developing countries. The elaboration of diversification programmes includes the setting of priorities for diversification activities, taking into account, firstly, a country's commodity sector potential and, secondly, domestic and international market conditions and opportunities.

14. For commodity-dependent exporting countries, the endowment of natural resources places limits on horizontal diversification possibilities and, to a certain extent, on vertical diversification opportunities. A thorough assessment of the resource base is an activity which governments need to undertake periodically and for which information is required on several aspects. The mineral base is determined by undertaking geological surveys on mineral deposits, their chemical characteristics, location and estimated size; the use of land and water is determined by considering the surfaces for forestry, agricultural production and fisheries and the potential products which can be produced, depending on *inter alia* soil and water characteristics, terrain and climatic conditions. While all developing-country governments have some knowledge in these areas for at least parts of their country, most geological surveys are not complete, and the agricultural and fishery potential requires periodic reassessment in the light of advances in production techniques, new species and new inputs. Information on these aspects are linked mainly to assessing the scope for horizontal diversification, while vertical diversification creates further needs for information. The processing of certain commodities requires regular supplies of raw materials and other inputs. The

availablity of such inputs has to be determined, including whether there are adequate internal sources of supply or whether there are import possibilities.

15. In addition to information on resources, there are different aspects related to the economic situation of a country on which information is needed to be able to elaborate a diversification programme. These include data on labour supply and distribution, as well as knowledge of the specific skills of the labour force, both existing skills and skills needed for future activites. The size of the enterpreneurial class needs to be considered, including the availablity of the skills required for management and marketing. Information on existing transport and communication facilities such as port facilities, telecommunications and storage is another aspect. The capacity of these facilities to handle increased production has to be determined. Two other crucial areas on which information is required are energy and water supplies.

16. Such information provides the basic inputs to a series of policy decisions which determine the parameters of a diversification programme. For example, priorities regarding domestic food production have to be looked at, as these may be in conflict with efforts to increase and diversify exports of agricultural products - in a word, one must ensure a balance between food crops and cash crops. In addition, decisions on timing for investments need to be taken, balancing the need for immediate export earnings with long-term development objectives, in particular in the case of export-oriented production based on the exploitation of non-renewable resources.

17. The information needed for the elaboration of diversification programmes mentioned above has basically to be collected by governments themselves and then diffussed to potential investo implementation of these programmes. The undertaking of resource assessments is often a time-consuming and expensive job and one that has to be updated periodically. In many developed countrie there are departments of governments responsible for and essentially devoted to this task and several have set up programmes for assisting developing countries (Australian Bureau of Mineral Resources, United States Bureau of Mines, Natural Resource Institute, United Kingdom). Several United Nations agencies also have programmes to help in the undertaking of resource assessments.

18. Information on resources and priorities needs to be complemented by information concerning government policies such as investment laws, investment incentives, ownership rights, taxes and tax incentives, environment laws, foreign-exchange regulations and regulations on trade in order that potential investors can decide upon whether or not to undertake feasibility studies. The dissemination of this information and notification of any policy changes is also the responsibility of governments.

B. Information required by entrepreneurs considering investment opportunities

19. Potential investors need additional and more detailed information on certain aspects to decide on whether to undertake further study of investment opportunities in the diversification programme. These can vary significantly according to the target market for products.

1. Domestic markets

20. Most investment in new products or by new investors is not geared to exports, but rather to the internal market, irrespective of whether the investor is a foreign or a local firm. Exports tend to ocurr more as a result of demand from export trading companies or from representatives of importing firms abroad. Investment is thus induced and production consequently expanded, horizontally and/or vertically, to satisfy the external demand identified through the links and contacts established with those agents. However, in the commodity sector, other than basic foods, the internal markets for many products are small, and an export orientation is often envisaged from the outset, with domestic consumption seen as absorbing only a small part of the output.

21. The first step in the identification of a domestic market is a rough assessment of its potential as indicated, for example, by the volume of consumption or, especially in the case of emerging markets, the growth rate of consumption for the good in question, and an identification of the target market segments. For this evaluation, the following kind of data would be necessary: actual

production and installed capacity, imports, stocks, demand estimates, and actual and expected prices. In addition, having determined the potential size of the market, an assessment of sources of competition is necessary. In this regard, information on the level of protection afforded by the government is necessary. Also certain qualitative aspects which influence market prospects have to be considered such as government actions in respect of the product (taxes, health and safety standards, import licences etc.), transport means and freight costs, quality of the product and of competing products, marketing and distribution channels, consumer attitudes and tastes, and advertising means and expenditures.

2. External markets

22. If exports are seen as marginal, less information on external markets is needed. Information of a general nature on world demand, growth, distribution, and prospects, as well as on world supply forms a normal starting point. Where production is primarily export-oriented, it is necessary to identify possible target markets. For these markets the assessement mentioned in paragraph 20 should be done, with similar requirements as regards information. But in the latter case there are certain additional factors for which information would be needed. These cover areas such as market access conditions, major foreign companies to be competed with, product adaptation, packing standards and labelling, selling arrangements (sales representatives and export offices), international commercial specifications, export prices, export taxes and export subsidies and exchange rate restrictions.

3. Competitiveness

23. When evaluating investment opportunities, especially export-oriented projects, information is needed to ascertain whether production would be competitive and viable, before going to the expense of a feasibility study. This implies that information is first of all required on world prices, on costs of production of existing producers (competitors), and on the basic technologies used and the changes envisaged in these is technologies. Such indications will also be affected by knowledge of such conditions as development plans and actions of other countries, including policy changes in import restrictions, internal policies, self-sufficiency strategies, investment laws and export programmes; industry structure; planned investment and production capacities; pricing mechanisms and market structures. These provide the backdrop against which plans must be viewed.

4. Sources of finance

24. When considering opportunities for investment, an important area for investors is information about possible sources of finance, beyond one's own savings. For small-scale individual farmers or entrepreneurs this means primarily information on local sources (banks, credit unions, possible domestic partners, capital markets) and the conditions prevailing for accessing them. For processing ventures and larger-scale mineral and agricultural projects, information is also needed on possible external sources, including foreign partners, banks, capital markets and bilateral, regional and multilateral programmes and institutions, and the conditions to be met for access to these (i.e. government guarantees).

5. Sources of information on firms undertaking feasiblity studies

25. An aspect of importance to investors in developing countries, both private and public, is information on who can help them by undertaking pre-feasibility and feasibility studies and by evaluating them. Often such studies are undertaken by potential foreign investors or by consultancy firms. The choice is crucial since the study needs to be unbiased, realistic and, above all, dependable. In this context full information on consultancy firms or organizations undertaking such work is required, as well as on potential investors. Information on sources of finance for feasibility studies is an additional need.

Chapter II

HOW ARE INFORMATION REQUIREMENTS BEING MET?

26. The discussion in the previous chapter indicated five basic areas for which information is needed by potential investors in order to consider the opportunities for investment in diversification activities. While some of these involve the generation of information inside a country, which is the responsibility of the government or the local private sector, others require an inflow of information from external sources. The following describes how these external requirements are being met and by whom.

27. In this regard, it should be noted that the availability of information is partially linked to the commodity being considered. There is usually abundant information of all types for traditional export commodities. The availability of market information is also closely linked to the marketing mechanisms in use - commodities traded on exchanges or auctions usually have more reported price information than others. Also, for commodities such as traditional export minerals where production levels are of a significant scale, information on technical and industry characteristics of production is usually easier to obtain than for agricultural products based primarily on small-scale farming. When the processing of a commodity is undertaken, while there may exist a greater familiarity with the commodity in general, the number of possible products which can be produced at various stages of processing complicates the information needs. Therefore the discussion below does not necessarily reflect the situation for each and every commodity. The annex provides a selected listing of periodic publications on commodities by international bodies plus listings for selected specific ones representing traditional and non-traditional agricultural and mineral commodities. This annex is not exhaustive but rather illustrative of the types of existing information sources.

A. External sources of information on markets and competitiveness

1. External markets

28. Information on many of the aspects mentioned in the previous chapter in relation to external markets is available in several different forms (databases, published materials, meetings, conferences etc.) and is collected and diffused by various institutions and organizations. For example information on prices for most commodities is available from daily newspapers, newsletters, databases, telex, ticker tapes, and monthly, quarterly or yearly publications. The publishers and/or distributers can be private, public or international institutions and costs involved in obtaining the information are fairly low, the exception being some on-line data services.[2]

29. In general, data on prices, exports, imports, production, consumption as well as information on packing standards, product specifications in different markets, transport facilities and costs and protectionist measures can be fairly easily obtained from the regular publications of, or from direct contacts with, organizations involved in diffusing such information such as commodity bodies and international organizations. This is certainly the case for traditional export commodities for which commodity agreements exist, with their secretariats playing an important role in collecting and distributing information among members. At present, there are eight such agreements in force on the following agricultural products: cocoa, coffee, jute and jute products, natural rubber, olive oil, sugar, tropical timber and wheat. Intergovernmental groups within FAO have also been established to promote exchanges of information for the following commodities: rice; grains; citrus fruit;

---

2 A recent survey in the United States on firms marketing software systems for commodity trading indicated that the costs per system ranged from $ 16 to $ 16,000 with a mean of $ 704. See ITC: Vegetables Oils and Oil Seeds, A Traders Guide, Geneva, 1990, p. 2 48.

jute, kenaf and allied fibres; oilseeds, oils and fats; bananas; hard fibres; wine and wine products; tea and meat. The situation is similar for minerals for which study groups exist or have been agreed to - i.e. copper, iron ore, lead and zinc, nickel, tin and tungsten. In addition to these groups, there exist for most of the traditional and widely traded commodities, trade and/or producers' associations (for example OPEC, CPA, CIPEC, IBA, UPEB and GEPLACEA) which contribute to the exchange of information among members, including regular statistical publications.

30. International institutions suh as GATT, FAO, UNCTAD and the World Bank publish annual statistical reviews on commodities covering prices, exports, imports, production and consumption. UNCTAD also has a monthly commodity price bulletin and FAO has several quarterly, half yearly and annual publications on certain commodities.[3]

31. Specific information on market segments or information on less traditional products can be found through other organizations. Examples of this are the Trade Manuals for Asia and the Pacific, one for each major country covering selling to and buying from that country. The International Trade Centre UNCTAD/GATT (ITC) has established a Market News Service (MNS) through which developing countries can obtain certain price information and information on specific markets and market contacts. The commodities covered by the MNS belong to six different groups: hides and skins, tropical timber, fruits and vegetables, flowers and green plants, fruits juices and spices. This list is currently being extended to include rice and pharmaceutical raw materials. MNS maintains regular telephone contacts with around 250 enterprises worldwide (importers and distributors in Western Europe, Japan, Hong Kong, Singapore, the United States and Canada). The main subscribers to the MNS are central banks, export promotion organizations and medium-sized export enterprises in developing countries. The subsciption cost is $ 50 per year per product, which can be paid in local currencies via UNDP offices, and information can be transmitted via electronic main, telex, telefax and airmail. The MNS also has agreements with subscribers on further distribution of the information within countries. For example, Chilepac in Chile has about 60 subscribers to whom it sells the information on fruits and vegetables on which the ITC receives a 20 per cent royalty.

32. This kind of acticity which encourage direct contact with consumer markets is very important as the markets for many non-traditional commodities like off-seasonal fruits and flowers are very differnt from the markets for traditional agricultural exports such as sugar, wheat or coffee. They resemble more the markets for industrialized goods in the sense that it is necessary to attract the consumer through high quality, knowledge of preferences for different products and continuous adaptation to changes in consumer tastes for the many varieties. Furthermore these markets are fairly small and can become saturated. All these factors contribute to the importance of traders or other intermediaries having access to timely information and in their diffusing it to producers.[4]

33. The MNS can be seen as a complement to a series of studies prepared by the ITC which analyse major markets for some commodities exported by developing countries, such as shrimps, honey, spices, floricultural products, fruit juices, tropical and off-seasonal fresh fruit and vegetables. Other ITC activities in the area of trade promotion which increase information flows to developing countries include TRADERS, a database containing a list of importing and exporting firms in different markets and the Trade Information Service, which is based on enquires and replies and which also undertakes minor market analysis on specific products for which numerous requests for market information indicated that there were gaps in information flows (for instance, in the case of lentils and leather garments). This service handles about a thousand requests per year.

34. ***Import promotion offices*** established in many developed countries to promote imports from developing countries are also important sources for information on external markets. Once a year representatives of these offices meet under the auspices of ITC to discuss subjects of common interest. The kind of information available is reflected in the following two examples. The core activities of PRODEC-IMPORT (Finland) is business contacts through trade delegations and exporters' missions, as well as information services. In 1989, more than 2000 enquiries were received. Its main publications are Exporter's Guide to the Finnish Market, updated every two

---

3 See annex, p.1.

4 See Access of Small Farmers to Horticultural Exports FAO, COEX-30, Santiago de Chile, June 1990.

years, a Newsletter, distributed twice a year to export promotion agencies in developing countries and Tuontitiedote, sent five times a year to Finnish Importers. The standard services offered by ***DeCTA***, Developing countries Trade Agency (UK), to developing countries are the provision of a printed database on United Kingdom importers interested in products from developing countries, assistance to export executives from developing countries in particular regarding appointments and market information, and supply of market data digests for United Kingdom importers on 30 to 40 products from developing countries.

35. The Commonwealth Fund for Technical Co-operation (CFTC), which provides technical assistance for economic and social development in the Commonwealth, has established an Export Market Development Programme to promote, *inter alia*, export diversification. Expertise has been provided in areas such as export incentives, export credit insurance and guarantee schemes, trade policies, pricing strategies and quality control. Other activities are the ***Contact Promotion Programmes***, designed especially to aid new entrants or would-be exporters, the ***Buyer-Sellers-Meets*** for more advanced countries, and market surveys for a wide range of commodities. Specific diversification projects in processed commodities have been undertaken for timber, cocoa, copra, coffee, jute, leather, cotton and rubber.

36. Information regarding tariff and non-tariff protection in various countries can be obtained from international and regional organizations as well as through national sources. UNCTAD has established a database on such measures in response to a need for improved transparency in international trade conditions and to facilitate trade. The ***Data Base on Trade Control Measures*** includes information on tariff and non-tariff measures that are applied at the border for more than a hundred countries. Two kinds of software are being developed to retrieve information: mainframe software and PC software, i.e. SMART and the UNCTAD Micro TCM System. In the latter case UNCTAD is collaborating with ITC in the installation of a trade information network, TINET, for PTA member States. This network consists of a software package which can exploit three different data bases: TRADERS and the Import Tabulation System (ITC) as well as the Data Base on Trade Control Measures.[5] SMART was designed for analysis of access conditions in external markets and as a tool to reinforce the negotiating capacity of developing countries.

37. Information on transport costs and related matters can be obtained through regular publications by the regional economic commissions and from UNCTAD as well as through specific studies by the ITC and export or trade associations or specialized private sources for individual commodities or markets. For example, International Freight Forwarders gives advice on freight costs, port charges, fees involved in exporting and insurance costs.

2. Competitiveness

38. Information regarding most aspects that would permit a first assessment of the competitiveness vis-a-vis other producers is not easily available. While there are numerous sources for price information on many commodities, there are few sources for information on production costs by commodity. Data on production costs are mainly provided through private sources, most of them covering the mineral sector. A similar situation is found as regards industry structure. For example, information can be gathered from specialized magazines such as the Metals Week, the Metal Bulletin, the Mining Journal, The Metals and Minerals International, the Japan Steel Bulletin, the Canadian Mining Journal and the Engineering and Mining Journal which report news on market movements and prices as well as information on investment projects, changes in ownership, capacity utilization, sales, production costs, profits and government/private sector relationships. The study groups already mentioned also contribute to the exchange of information in this regard.

39. Another private source providing information of this kind for the mineral sector is the ***Raw Materials Group*** (RMG, Sweden). The RMG has established a database on ownership, control and production in the world mining industries. It contains data on mine production for 40 non-fuel minerals on a company basis, production values and data on corporate control, covering data for 2 200 companies in 1975 and for the period 1984 to 1987. Production cost data can also be

---

5 The Import Tabulation System consists of statistical tables in the form of microfiches, containing data on imports by the 24 major importing countries, trends and markets shares for the last five-year period. The cost of a complete series of microfiches is $ 250 for developing countries and $ 500 for others.

obtained from some public institutions. For instance, a recent publication of the United States Bureau of Mines contains data for 34 minerals on productions costs, estimated reserves and indications of possibilities to expand production. An UNCTAD report contains information on iron ore projects, new mines and capacity expansions.[6] However none of these includes similar information for the processing industries nor do they consider the links between mine production and processing facilities. For selected agricultural commodities, Landell and Mills Commodity Studies (LMC), a private consultancy firm, has undertaken some private multi-client studies on production costs at the micro level.

40. Apart from the cocoa study referred to earlier, UNCTAD has in the past covered a number of the aspects which have to be considered to determine competitiveness, in a series of studies on different commodities, analysing issues such as marketing systems, major markets, commercial barriers, transport and industry structure for each commodity, although these studies are now rather dated. The United Nations Centre on Transnational Corporations carried out work on the industry structure of selected commodities in the early 1980s but this work is also not up-to-date.[7] The FAO Intergovernmental Groups constitute another valuable source of information on these issues. However, for most agricultural products, data on industry and market structures are rarely available except through specialized and generally expensive consultancy studies.

41. Information of a more qualitative and analytical character is also necessary to dermine competitiveness. This is the case with respect to the implications of new technologies on production capacities and production costs, the effects of substitution of certain commodities by new materials as well as rules and regulations regarding the environment. Such information is normally generated and distributed by research institutes, both private and public. Some networks and information centres have been created to co-ordinate these research activities and to encourage the exchange of information among different research centres. For example, FAO is responsible for two information systems: AGRIS, a bibliographic information system on agriculture where more than a hundred national centres in both developed and developing countries participate, and CARIS, an information system on on-going agricultural research collected from national or regional research centres in developing countries. Thirteen autonomous research centres operate under the aegis of the Consultative Group on International Agricultural Research (CGIAR), co-sponsored by the World Bank, UNDP and FAO. The exchange of information among national, regional and international research centres is part of the Group's objectives. The Technical Centre for Agricultural and Rural Co-operation (CTA) was created under the Lomé Convention to provide better access for member countries to information on agricultural research and rural development. The aim of the Centre is to spread technical and scientific information, to channel requests for information towards specialists and to encourage exchanges of information on research results and development experiences. It has a "Question and Answer Service" to respond to specific requests and publishes a bi-monthly news bulletin which can be obtained free of charge. Regional organizations such as the Inter-American Institute for Co-operation on Agriculture also play an important role in promoting the exchange of research and development information.

42. In the field of technology UNIDO has created the Industrial and Technological Information Bank (INTIB) with a network that includes more than 70 national focal points. Within its activities users can be provided with on-line access to the "Materials information" data base and the "Food science and technology abstracts" data base in PC format. These cover more than 3 500 technologies which are available from some 35 countries.

---

6 See An appraisal of Minerals Availability for 34 Commodities USDI, Bureau of Mines, Washington DC, 1987, and Review of the Current Market Situation and Outlook for Iron Ore, UNCTAD, TD B IPC IRON ORE/AC.1/14.

7 See TD B/C.1 PSC (18-41 issues) under the title Studies in the processing, marketing and distribution of commodities, covering several commodities: sugar, cocoa, coffee, meat, hard fibres, tea, jute, tin, phosphates, iron ore, manganese, bauxite aluminia aluminium, copper and rubber and UNCTC studies "Transnational corporations in the bauxite aluminium industry" ST/CTC/20, 1981, "Transnational corporations in the copper industry" ST/CTC/21, 1981 and Transnational corporations in the food and beverage industry".

B. Sources of finance

43. Information on possible sources for finance can be obtained from different organizations, both national and international. The resident representatives of the UNDP or of the World Bank are probably the most direct contacts on sources as well as for the financing itself, if other private contacts are not available. Information on finance can also be obtained from the regional development banks as well as from other international organizations such as OECD, or any United Nations agency. Other important sources both for information and finance are the existing aid agencies in most developed countries. Further examples of institutions created to help with this problem are the Centre for the Development of Industry (CDI) under the Lomé Convention and the Commonwealth Fund for Technical Co-operation.[8]

C. Information on investment possibilities for foreign investors

44. Information on investment opportunities or more specifically on potential partners for joint ventures in developing countries can be obtained from different sources and in different forms. Most developing countries have created centres or corporations responsible for promoting development especially as regards industrial development. Information on investment opportunities and/or priorities can be obtained through their publications or through directs contacts with these agencies. There are a few regular publications in which lists of potential projects are published either for investors from developed countries seeking partners in developing countries or for entrepreneurs in the developing countries looking for partners abroad. For example, the CDI regularly publishes a list of such projects in the Courier, the bi-monthly magazine of the ACP/EEC, and UNIDO has a newsletter distributed free of charge with similar information. The investors forums organized by UNIDO create another important occasion for transmitting information on investment opportunities to representatives of the business sector and to financial institutions from various parts of the world. UNIDO has also established seven investment promotion centres in industrialized countries (Cologne, New York, Tokyo, Vienna, Zurich and Milan) to promote investment projects by drawing investors' attention to opportunities in developing countries.

45. In addition UNIDO has created an *Investment promotion information system (INPRIS)* in order to improve the co-ordination and dissemination regarding pre-investment activities. It consists of five databanks: the project file, the investor file, the bank file, the institution file and the sponsor file as well as sets of country investment profiles. The project file contains information on more than 2000 investment projects in developing countries for which some kind of foreign co-operation is needed. These projects are being promoted through lists published in the form of booklets that are distributed to potential partners, aid agencies and similar organizations, both public and private. This information can be supported by information from the country investment profiles which contain information of interest to prospective investors and is available for more than a hundred developing countries. These country profiles cover not only general country data and economic indicators but also more specific information on subjects such as principles of foreign investment, patents, trademarks, labour and incentive schemes. The investor file lists more than 3000 enterprises that have expressed interest in investing in developing countries, located in developed countries or in developing countries that have investment-related resources such as technology or capital.

46. Ten of the countries belonging to the OECD Development Assistance Committee (DAC) - namely Belgium, Denmark, Finland, France, Federal Republic of Germany, Japan, Nertherlands, Sweden, United Kingdom and the United States - have established ***Public Development Finance Corporations*** to promote private investment in developing countries. These PDFCs have as basic criteria regarding the projects and partners they finance, soundness, profitability and the economic impact on the host as well as home country, and they usually give priority to small and medium-scale projects in the host countries. ***SWEDFUND*** (Sweden), for example, is an autonomous organization created in 1979 to stimulate industrial investment in developing countries. It acts as

---

[8] An analysis of the finance available, especially for diversification purposes in the commodtiy sector is found in TD/B C.I /AC/12.

an agent between enterprises in developing countries and Swedish business circles through financing part of the feasibility studies, through partcipation in the capital of up to 30 per cent or by loans and guarantees. It operates with both private and public enterprises, especially small and medium scale. As regards natural resource-based production, SWEDFUND only participates if the project contains an element of processing.

D. Information on feasibility studies.

47. In response to the need in developing countries for an increased capacity to evaluate and to undertake feasibity studies UNIDO has created a special pre-investment studies programme. The objectives of this programme are, *inter alia*, to raise the skills in developing countries for preparing feasibility studies and to assist these countries in making the proper investment decisions by undertaking or supervising pre-investment studies, support or technical studies, pre-feasibility studies and finally feasibility studies. This programme covers a wide range of industrial subsectors including the agro-based and light industries.[9] One of the activities developed within this programme is a Computer Model for Feasibility Analysis and Reporting (COMFAR). It is available in Arabic, Chinese, English, French, German, Russian and Spanish and has been used in more than 115, countries both developed and developing; among the latter are, for example, Saudi Arabia, Zambia and Ethiopia. UNIDO has also developed a training programme to assist countries in obtaining and applying the COMFAR software.

48. The financing of pre-investment studies can be a problem for many developing countries. For this reason the CDI partially finances feasiblity and pre-investment studies in the ACP countries. Many members of the OECD Development Assistance Committee (DAC) provide funds of upto 50 per cent for the financing of such studies. The potential investor has, under certain conditions, to reimburse the developing country's share of the cost if the project materializes. Furthermore, under an initiative from UNIDO, six countries have provided "Special Purpose Contributions" to cover the costs of pre-investment studies. However, most pre-investment studies are done by private consultancy firms.

9 See UNIDO's Pre-investment Studies Programme, Feasibility Studies UNIDO IO SD FEAS, January 1989.

Chapter III

SOME GAPS IN INFORMATION AND IN INFORMATION FLOWS, AND SUGGESTIONS FOR IMPROVEMENTS

49. The previous chapters dealt with two broad categories of information required when taking investment decisions relevant to diversification in the commodity sector. These broad areas referred on one hand to information available through internal sources on the country in question and on the other hand to different aspects for which information mainly stemmed from external sources. The discussions raise certain questions about gaps and/or problems regarding the need for and access to information. Any conclusions in this regard must, however, be viewed against the needs of individual countries, and their access to information, which differ from country to country and commodity to commodity. It is obviously not possible to assess thoroughly what gaps there may be in information on all commodities in relation to the needs of developing countries in a report such as this. Nevertheless, some common needs and problems have been detected and are briefly summarized in the following section. It seems that there is not only a need to fill gaps but also to increase the awareness of existing sources and their limitations, and to identify ways and means of making better use of them.

A. Country information

1. Resource assessment

50. Resource assessments require highly developed of skills and the use of certain advanced techniques, which are also rapidly changing, and it is difficult for developing countries to keep pace with these developments. They have often expressed the need for increased assistance, from international organizations and from developed countries, aimed at improving the coverage of such assessments and their capacity to undertake them themselves.

2. Distribution of country information

51. Information on the resource assessment and on priorities established in a diversification programme as well as information on related economic factors and government policies should not only be comprehensively collected but also diffused to potential investors within the country and abroad. This is an area where there seems to be room for improvement, which could be achieved in different ways. Apart from a wider and more regular distribution of the relevant publications by governments, commercial counsellors could play a more active role both in diffusing information abroad and in establishing closer links with foreign markets. This would probably require improvements in the training of these counsellors, to which exporter and/or producer associations within the country in question might contribute. More active participation in intergovernmental study groups or other commodity forums would also provide opportunities for spreading information abroad and for having access to external sources. Activities in the area of training such as those developed by ITC and the various import promotion agencies, as well as exporters missions and participation in trade fairs, together with the Investors Forums organized by UNIDO, also constitute important means of overcoming this problem.

52. The efforts undertaken to spread information on potential investment projects in order to interest investors are valuable. However, the difficulties in guaranteeing the necessary neutrality in the evaluation and collection of such project proposals is still a problem. Many EEC firms in an EEC/ACP survey regretted that data on proposals for industrial partnership emanating from developing countries and diffused by international organizations (UNIDO, FAO, CDI) were presented in such a way that they seemed more attractive than they actually were. This study indicates that the proposals disseminated among European industrialists are sometimes poorly

understood by those presenting them and consequently also by those to whom they are addressed. It concludes that such lists or data bases often contain too many unrealistic projects as a result probably of the fact that the organizations distributing this information are not representatives of real-life, local business.[10] It also implies that more assistance is needed in helping developing countries entrepreneurs select and develop project profiles. The proposal made by Japan at UNCTAD VII for international round tables on processing possibilities in commodity-dependent developing countries could provide one means of overcoming such problems.

3. Distribution of information from external sources

53. Paradoxically, although there is a lot of information, at the same time there are apparently gaps. This is probably due to the fact that information is not organized so as to be easily accessible and analysed. Nor is it co-ordinated, with the result that there are several sources to be contacted in order to obtain different pieces of one set of information. Also, planners and decision-makers, including private enterprises, especially in developing countries, are not always aware of where to find the necessary information. Some co-ordination in the collection and dissemination process seems to be needed. This does not imply that only one set of information is desirable, as often the availability of different points of view is important. What is necessary is to know about the various sources, and to obtain access to them.

54. There are two related problems that are often found in developing countries: namely the cost of obtaining information and the dissemination of information within their territories. In a situation where a few enterprises of a large or medium size are involved in the production of a commodity, a government agency or an export enterprise seldom has difficulties in transmitting information on demand or on markets for those products to the actual producers. But when there are numerous small producers, scattered over large areas, sometimes illiterate or literate only in local languages, as is the case for many agricultural products or in the fishing sector, further efforts are needed to cover the costs of obtaining information and to diffuse it in appropriate forms.

55. One way of overcoming these problems could be increased co-operation and exchange of information among governmental departments and centralized purchases of information from external sources for distribution to business representatives. Another way of improving access to information as well as distribution to the actors involved is the promotion of direct contacts and co-operation among co-operatives or producers associations in developing countries and their counterparts in the developed markets. The promotion of business clubs to permit small and medium-sized enterpreneurs to meet with representives of larger firms, whether producers or traders, to exchange experiences might also be a useful contribution to the spread of relevant information.

B. External information

1. Prices and markets for specific commodities

56. As mentioned earlier price information on a daily, up-to-date basis is fairly easy to obtain for many primary commodities, the Financial Times (United Kingdom) probably being the best daily source while Reuters Economic Services offers a continuous contact with the movements in the market. There are also several specialized agencies dealing with statistical forecasting of prices such as F.O. Licht for sugar, Oil World for oilseeds and Gill and Duffus for cocoa. However, for certain products, even information on prices is difficult to obtain. This is true, for example, for tropical timber and fish, owing to the many different species for which final uses or markets vary. Such differentiation is an obstacle to obtaining the correct information while simultaneously making price and market comparisons very difficult. In a response to this situation, the INFOFISH system, with information offices in Kuala Lumpor, Bahrein, Abidjan, Panama and Rome, was created by FAO. Its publications cover prices by specific species or types of fishery products in various markets, including announcements on products offered or requested. But the

---

[10] See EEC VIII 9(87)-EN Obstacles to industrial cooperation between Europeean firms and partners in developing countries (Difficulties on the European side), p.53,.

cost of some of these publications, especially for an individual fisherman, is relatively high ($ 200-300 a year), although a goverment agency or a trading company would have much less difficulty in purchasing them.

57. A similar situation is usually observed for commodities that are not traded on commodity exchanges or auctions and for which pricing mechanisms and prices are not transparent. The fact that a significant part of world trade in raw materials takes place on an intra-firm basis puts additional constraints on access to price information. Examples of cases where information on world market prices is scarce are hard-fibres, manganese, iron ore and bauxite. It is also difficult to obtain information on prices as well as on as on markets for most processed commodities. This is linked to the fact that these products are often highly differentiated, markets are segmented and vertically intergrated companies often dominate the processing, especially for the more traditional commodities.

58. Market information, in particular on prices and price forecasts, needs to be interpreted. To be able to do this, it is important to have an idea about what will happen in the future, as many factors can affect supply and consequently prices. The big processing and trading companies, many of which are vertically intergrated companies, usually have their own information networks so as to elaborate their own forecasts based on information supplied by representatives in the field. For example Gill and Duffus maintains teams of "compteurs de cabosses" to evalute future harvests of cocoa. More sophisticated methods can also be found such as the use of satellites to estimate coming harvests of cereals, as via the LASIE programme of the United States Government from which some large trading companies benefit.[11] Such direct links, which are needed to interpret price signals when making trading and investment decisions, are normally missing in developing countries owing, *inter alia*, to their financial constraints.

59. Possible solutions to these gaps in information and/or to difficulties in obtaining access to it include more active participation in existing commodity bodies, such as the intergovernmental producer/consumer groups, and the creation of new ones for commodities for which they do not exist. Meetings of these groups offer opportunities for the exchange of information and discussions of related problems. Joint-ventures can be another means of overcoming the problems of lack of information or of transparency regarding markets and prices. A useful contribution could also be made through assistance for training in the area of undertaking market surveys. While one-off surveys provided by external sources may help to identify investment opportunities, there is a need expressed by developing countries to get more involved in actually doing the surveys themselves. Exchanges of information and experiences within and among trade and industry associations might also contribute to reducing the gaps in information. Membership in such producers and traders associations nationally, regionally or internationally should be encouraged.

2. *Market and industry structures, investment plans and technology*

60. These are some areas for which it is difficult to obtain information because they are generally not included in regular publications or in existing databases. For example, data on production costs or information on industry and market structure as well as on investment plans of competing firms are seldom available, even though they are important elements to consider when undertaking export diversification programmes. While international or national agencies have occasionally undertaken studies on production costs or industry structure, for most products such data are available only through specialized and generally expensive consultancy studies. Databases on these areas are time-consuming to establish and maintain. Since they are needed on a global basis they cannot be set up at a national level. The continuing requests for the UNCTAD PSC series of studies as well as for similar, now dated, reports of the UNCTC show that there is an information gap in this area. With the increase in the number and frequency of mergers, take-overs and other ownership changes in recent years, consideration should be given to the appropriate ways of increasing transparency on the structure of industry in world commodity production and and processing. Work in this area could also include an indication of investment plans of the industry members, as these have a direct bearing on the viability of diversification projects.

61. Access to information or the necessary knowledge , especially as regards markets and market

---

[11] See Philippe Chalmin, Négociants et chargeurs, la saga du négoce international des matières premières , Ed. Economica, Paris, 1985.

structures, can also be achieved through using the experience and/or knowledge possessed by others - for example, by exporting through national or transnational trading companies. For a small or inexperienced exporter this is sometimes the only way to penetrate a market and to gain the necessary knowledge of the market and eventually to initiate direct exporting.

62. Another way of overcoming gaps in information is the use of consulting firms which prepare regular reports - fairly common in the case of minerals - and which, against payment, gather, evaluate and analyse information. These consultants are normally able to provide information on many aspects that are not easily obtainable from existing sources. Such studies, which can either meet specific needs of individual clients or be of common interest to groups of clients, relate to trade analysis, market evolutions, price, supply and demand forecasting, optimal price strategies, production costs, technological changes, prospects for new products and international trade disputes.

63. In general, the services of consulting firms are most useful to the producer and/or exporter who knows exactly what he wants as specialization varies among the different consulting firms. The costs involved are usually high[12] and some firms are more experienced than others so the accuracy and quality of the results vary. It may also be difficult to assess the firm from the point of view of its objectiveness or to guarantee the necessary independence as many of the consulting firms are also involved in, for example, trading of commodities or are linked to large vertically intergrated multinational firms in the sector. Because of this and in view of the high costs, a government or entrepreneur initating activitities on diversification would normally need advice on choosing the appropriate consultant. This kind of advice is difficult to obtain for potential exporters in developing countries.

64. In response to the problems of developing countries in coping with the numerous sources of information, in deciding which ones are relevant and in meeting the costs involved, efforts have been made by various United Nations bodies to systemize information in a particular area and to make it available to developing countries. Efforts of this kind have been undertaken by FAO in the form of the AGRIS and the CARIS information systems, both aiming at centralizing, co-ordinating and improving the distribution of information on agriculture and agricultural research. UNIDO has centralized aspects relevant to industrialization in developing countries, in an effort to promote investment through increased information, in the INPRIS system, and ITC has performed a similar role in its many activities in the area of trade promotion. Efforts to co-ordinate and to link up data bases, such as the on-going collaboration between UNCTAD and ITC on TINET, are also useful, especially when they encourage an analytical approach to considering the data being provided through inclusion of analytical tools. These efforts need to be encouraged and expanded to include areas and commodities for which there are gaps or for which no co-ordination now exists.

65. There are other problems identified with as regard to the flow of information even when the information covers most of the more relevant aspects, including the fact that data are often not sufficiently up-to-date nor are they adequately detailed - i.e. product breakdown is insufficient while country coverage may also be incomplete. In addition, dissemination is not wide spread nor frequent enough and inefficiences in the distribution systems sometimes cause further delays. In the case of aluminium, for example, only quarterly data on primary metals production and inventories are now available since the International Primary Aluminium Institute (IPAI) abandoned its' monthly reporting when the United States ceased to supply the IPAI with the monthly data. Problems of this kind regarding existing information sources were expressed at the eleventh session of the Intergovernamental Group on Bananas in October 1989 in Ecuador. It was stressed that the data in the FAO Yearbooks had a time-lag of one to two years and sometimes covered globally both bananas and plantains. Furthermore, although the information regularly published more or less corresponded to the needs and interests of the member countries and was useful for global analysis, it was insufficient when facing the changing circumstances on world markets. The view was expressed that it was necessary to broaden the Information Network on Bananas, in order to

---

12 For example, general background information such as capacity changes in the aluminium sector for instance can be obtained for about $ 3000 to $ 10 000 while a specific study of more analytical character might cost between $ 40 000 to $ 50 000. The studies undertaken by Landell and Mills for groups of clients on different commodities have fees that range from $ 15 000-$ 20 000 and $ 25 000 to $ 30 000, the lower range being applied when subscribing prior to the commissioning date.

increase the frequency of distribution while reinforcing the co-ordinating role of FAO.[13] FAO has responded to the problems identified by issuing intersessional notes for some of the commodities for which it has intergovernmental groups (quarterly notes for bananas, sisal and jute and half yearly for tea, and annually for citrus fruits, covering trade and prices). Further efforts of this kind through the different commodity groups are needed and should be stimulated.

66. Another aspect, relates to the lack of experience and knowledge of how to evaluate properly the information received as well as the lack of the necessary tools for making appropriate analyses. There are consultancy firms that can deal with this problem but, apart from being costly as already mentioned, the use of their services can impede the building up of this kind of capacity domestically as the knowledge stays with the firm. For certain areas, as well as in the case of certain products, tools have been developed or are being developed in the form of PC software linked to the many existing databases. For example, the United States Department of Agriculture has developed a system PS&D View, which displays time-series graphs and fits regression trendlines for several variables regarding the 76 countries covered and for 11 different commodities.[14] It seems however that further efforts should be made in this direction aimed in particular at developing tools to analyse diversification perspectives in the commodity sector through a selective use of existing information and integration of the necessary information through co-ordination and interlinkage of existing databases and through completing these in areas where information is missing. The UNCTAD secretariat is exploring the possibilities for establishing a microcomputer based commodity information and analysis system (MICAS) to assist developing countries in storing and analysing world-wide information on commodities.

---

13 See FAO: Enlargissement du réseau d'information sur la banane , CCP: BA 89 5, Août 1989.

14 This meny-driven software system displays a time series graph of any of the 12 balance sheet variables for any of 76 countries or regions in the official USDA Production, Supply and Distribution database. It also fits regression trendlines, displays tables of the data, and downloads subsets of the data in spreadsheet-readable files. Eleven commodity data files are included: total grains, feed grains, soyabeans, soybean meal, soybean oil, cotton, corn barley, rice sorghum, and wheat. A 25-page manual is included. (Note: Requires an IBM or compatible personal computer, MS-DOS or PC-DOS, and 300 kb of available RAM. Graphics support is provided for VGA, EGSA, MCGA, CGA, and Herciles monochrome hardware.) US$ 45.

ANNEX

A SELECT ANNOTATED LIST OF INFORMATION SOURCES

This list of organizations and/or materials published does not claim to be exhaustive, the intention being to illustrate the different areas for which information is available and to show, for a selection of products, the different kinds of sources that exist. Furthermore, as similar national organizations from which information can be obtained exist in most developed countries, only a few samples are given.

General information sources

International organizations.

FAO:

The Commodity Review and Outlook includes data on supply/demand, production perspectives, exports, imports, prices and consumption.

Intergovernmental Groups exist for the following commodities: rice; cocoa; grains; citrus fruits; jute, kenaf and allied fibres; oilseeds, oils and fats; bananas; hard fibres; wine and vine products; tea and meat. Market reviews and statistics are prepared for sessions of these groups, with several groups also having intersessional price and trade statistical publications (either quarterly, half yearly or annually).

Major statistical publications include mainly data on production, exports, imports in values and volumes for countries and products in the agriculture, forest and fishery sectors:

Production Yearbook;

Yearbook of Forest Products;

Fertilizer Yearbook;

Yearbook of Fishery Statistics;

Quarterly Bulletin of Statistics;

Trade Yearbook;

These as well data on producer prices by products and countries are also available to users as "standard tapes" in a computer-readable form and the cost of each tape is US$ 500.

UNCTAD:

Handbook of International Trade and Development Statistics. : a basic collection of data relevant to the analysis of world trade and development (annual).

Commodity Yearbook. : yearly data at the world, regional and country level on production, consumption and trade for selected agricultural commodities, and minerals (ore and metals).

Monthly Commodity Price Bulletin. : monthly, quarterly and annual prices for about fifty com-

modities. Price US$ 36 (annual subscription.)

Tungsten Statistics : quarterly bulletin for the Committee on Tungsten, containing data on production, consumption and trade by country , US$ 5.00 per copy.

International Tin Statistics, a quarterly bulletin under a trust fund project administrated by UNCTAD has an interim arrangement for maintaining the collection and dissemination of statistical information on the international tin economy.

Iron Ore Statistics: half yearly publications produced under a trust fund project administrated by UNCTAD to continue the collection and dissemination of iron ore related data formerly undertaken by the Association of Iron Ore Exporting Countries. Price US$ 575.

Studies in the processing, marketing and distribution of commodities, (TD/B/C.1.PSC/18 to 41) a series of studies covering many IPC commodities and analysing issues such as marketing systems, major markets, commercial barriers, transport and industry structure for each commodity.

Prospects for the world cocoa market until the year 2005: UNCTAD/Com 5, (A joint study with the ICCO) contains a detailed analysis of cocoa supply and demand.

Review of Maritime Transport: Reviews main developments in world maritime transport and covers development on international sea-borne trade, of the world fleet, productivity, tonnage oversupply, shipbuilding, freight markets of main cargo sectors and multimodal transport and multimodal transport.

Data Base on Trade Control Measures.: includes information on tariff and non-tariff measures that are applied at the border for more than a hundred countries. Two kinds of software are being developed to retrieve information: mainframe software and PC software, SMART and UNCTAD Micro TCM System. In the latter case UNCTAD is collaborating with ITC in installation of a trade information network, TINET, for PTA member states. This network consists of a software package which can exploit three different data bases: TRADERS, Import Tabulation System (ITC) as well as the Data base on Trade Control Measures. SMART is designed for analysis of access conditions in external markets and as a tool to reinforce negotiation capacity in developing countries.

UNIDO:

A series of studies has been published which compile sources for information on branches of industry of particular interest to developing countries, some of which are specially revelant to the commodity sector:

Information Sources on Coffee, Cocoa, Tea and Spices,

Information Sources on Iron and Steel Industry,

Information Sources on Vegetable Oil Processing Industry,

Information Sources on the Fertilizer Industry,

Information Sources on the Meat-processing Industry, and

Information Sources on the Leather and Leather Goods Industry.

Investment promotion information system (INPRIS) : In order to improve the co-ordination and dissemination regarding pre-investment activities UNIDO has created a data system (INPRIS). It consists of five databanks: the project file, the investor file, the bank file, the institution file and the sponsor file as well as sets of country investment profiles. The project file contains information on more than 2000 investment projects in developing countries for which some kind of foreign co-operation is needed. These projects are being promoted through lists published in the form of booklets that are distributed to potential partners, aid agencies and similar organizations, private and public. This information can be supported by information from the country investment profiles which contain information of interest to prospective investors and is available for more than a hundred developing countries. These country profiles cover not only general country data and economic indicators but also more specific information on subjects such as principles of foreign

investment, patents, trademarks, labour and incentive schemes. The investor file includes more than 3000 enterprises that have expressed interest in investing in developing countries. They are located in developed countries or in developing countries that have investment related resources such as technology or capital.

ITC:

Publications are free of charge to public and private trade-related institutions and firms in developing countries. A series of market surveys and commodity handbooks has been published among which are the following:

Trade in Vegetable Oils, Other Oilseeds Products, 1981.

Spices: A Survey of the World Markets, Vols. I and II, 1982.

Shrimps: A Survey of the World Market, 1983.

Honey: Major markets, 1986.

Floricultural products A study of major markets, 1987.

Silk: International Trends in Production and Trade, 1988.

Rubber products: A study of major markets, 1989.

Vegetables oils and oilseeds: A traders guide, Vol. I, Trading Systems and Techniques, 1990.

Another series of short market surveys has covered among others the following products and markets:

Cassava in European Markets, 1984.

Cotton yarn and Grey Cloths in Western Europe, 1988.

Dates in UK, Italy and France, 1982, 1989.

TRADERS, a database containing information on 12 000 importing firms and 7 000 exporting firms and updated every three years. The data collected are name, address, telex, telefax, telephone number, bank reference, foundation date, number of employees, kind of activity and product exported or imported. Information is available in printed form, on tapes or disquettes. The cost depends on the format used as well as on the amount of information requested. Developing countries benefit from a 50% reduction.

Trade Tabulation System, consists of microfiches containing comparable data for 24 major importing countries on their imports, trends and market shares during the last five-year period, data are retrieved from the COMTRADE data-base. The price for a complete series is US$ 250 in developing countries and US$ 500 in developed countries.

Other areas covered by publications of different kinds refer to: *Trade promotion handbooks, Directories and bibliographies, Monographs on trade channels and Monographs on trade functions.* Among the latter the following are of special interest as regards information services:

Trade Information Services of Chambers of Commerce, 1984.

Directory of On-line Data Bases and Telex Services for Trade Promotion, 1986.

On-Line Data Bases and Telex-based Services Covering International Trade Information, 1986, (updated in 1988).

How to Collect Information on Foreign Importers, 1986.

Import Promotion Offices, 1987.

World Directory of Trade Promotion Organizations and Other Foreign Trade Bodies, 1990, containing files on about 700 trade promotion organizations such as import promotion offices, chambers of

commerce and others.

International Trade Forum, a quarterly journal on trade news and ITC activities.

WORLD BANK

Quarterly Review of Commodity Markets: Includes salient features of the major agricultural and mineral commodity markets and a summary of the World Bank's commodity index of non-fuel primary commodity prices.

Half Yearly Revision of Commodity Price Forecasts: Contains forecasts of commodity prices and the manufacturing unit value index (deflator) for 35 products as well as short- and long-term forecasts of prices.

International commodity organizations and study groups

These organizations regularly prepare market reviews and outlooks as well as specific studies upon request that are distributed for their sessions. These sessions also provide opportunities for a more direct exchange of information among members.

International Cocoa Organization, London, UK, publishes regularly for the sessions of the Council a market review and outlook as well as a the "Quarterly Bulletin of Cocoa Statistics", containing a short overview of the cocoa situation, and statistics on production, grindings, consumption, trade and prices. The annual cost is £25 in Europe and £35 elsewhere.

International Coffee Organization, London, UK, publishes periodically for the sessions of the executive committee reports on production, exports, consumption, retail prices and stocks in consuming countries.

International Cotton Advisory Committee (ICAC), Washington, USA has a quarterly statistical bulletin

International Jute Organization, Dhaka, Bangladesh.

International Lead and Zinc Study Group, publishes a monthly bulletin "Lead and Zinc Statistics" containing data on supply, demand, production, exports, imports and long-trem trends for lead and zinc.

International Meat Council, GATT; meets twice yearly.

International Natural Rubber Organization, Kuala Lumpor, Malaysia.

International Olive Oil Council, Madrid, Spain, publishes a monthly magazine in English, Spanish, French and Italian "Olivae" containing articles and news on different subjects such as the agreement and its work, state of and trends in the olive oil market, technological aspects and general information of interest to the sector.

International Rubber Study Group, Wembley, UK, publishes a monthly bulletin "Rubber Statistical Bulletin" with data on production, consumption, stocks and trade for natural and synthetic rubber and the "International Rubber Digest", a monthly magazine containing news and articles of a more analytical character regarding rubber.

International Sugar Organization, London, UK,publishes a monthly "Statistical Bulletin" containing data on sugar supply and distribution, exports and imports on a country basis, price £ 35.

International Tropical Timber Organization, Yokohoma, Japan.

International Wheat Organization, London, UK.

Producers associations and organizations

There are large number of producer associations which foster the exchange of information among members through meetings, seminars on specific topics and studies. Some have regular statistical publications. Examples of such associations includes:

African Oil Palm Development Association (AFOPDA), Abidjan, Côte d'Ivoire.

African Groundnut Council (AGC),Lagos, Nigeria.

Association of Natural Rubber Producing Countries (ANRPC), Kuala Lumpur, Malaysia.

Asia and Pacific Coconut Community (APCC), Jakarta, Indonesia.

Association of Tin Producing Countries (ATPC), Kuala Lumpur, Malaysia.

CIPEC, Paris, France, publishes a "Quarterly Bulletin" containing news and statistics on copper.

Cocoa Producers Alliance (CPA), Lagos, Nigeria.

Group of Latin American and Caribbean sugar exporting countries (GEPLACEA), Mexico City, Mexico, publishes a monthly bulletin on market developments.

International Bauxite Association (IBA):, regularly (about once a year) publishes data on production, consumption and trade.

International Institute of Cotton (IIC), Brussels.

International Pepper Community (IPC), Jakarta, Indonesia, has an annual statistical publication (Pepper Statistical Yearbook),

Union de Paises Exportadores de Banano (UPEB), Panama city, Panama.

Information centres, data bases.

AGRICOLA Data Base, National Agricultural Library (NAL) Beltsville, MD, USA. This is an bibliographic data base consisting of an index to agricultural literature with 2.5 million records of which 81 000 are concerned with agricultural trade and marketing. A complement to this data base is the AGRIS data base coordinated and prepared by FAO, though the complete version of AGRIS does not cover certain areas included in the former. The NAL also has a collection of more than 2 million books, journals, reports and other materials on agriculture and maintains exchange programmes with most foreign governments.

CARIS CARIBBEAN Directory, Main Library, University of the West Indies, Trinidad-Tobago. CARIS is an international information system on current agricultural reserch being carried out in developing countries. It is aimed to be a tool in research planning, providing data on agriculture and related science research as well as acting as an international information exchange on agricultural activities.

CTA, Technical Centre for Agricultural and Rural Cooperation , Wageningen, The Netherlands. This Centre was created within the Lomé Convention to provide better access for the member countries to information on agricultural research and rural development. The aim of the Centre is to spread technical and scientific information, to channel requests for information towards specialists and to encourage exchanges of information on research results and development experiences. It has a "Question and Answer Service" to respond to specific requests and publishes a bi-monthly news bulletin which can be obtained free of charge. It recently published a directory listing agricultural information services in the ACP countries Information sources on tropical agriculture vol. II, the first volume covered information sources on tropical agriculture in EEC countries.

Eurostaf Dofsa (Europe Stratégie Analyse Financière) Paris, France and AGRODATA (Centre Internationale Hautes Etudes Agronomiques Méditerrianéennes), Montpellier, France, have a collection of information and analysis on the 100 largest agro-industry companies worldwide (cost French Frances 3000) and by sector for Europe (around French Francs 9,800 per study).

IRETA, Agricultural Information Network (AIN) , Western Samoa. This information network was created in 1983 by the Institute for Extension and Training in Agriculture based at the University of the South Pacific in Western Samoa and is based on specific requests from the agricultural liason officers stationed throughout the pacific region. The network (AIN) is also the focal point for FAO's agricultural research service (CARIS). IRETA publishes an agricultural bulletin three times a year and a newsletter on current agricultural affairs.

Royal Tropical Institute of the Netherlands, The institute has data bases on tropical agriculture with valuable information of interest to agricultural and rural development workers in tropical and sub-tropical areas. These databases can be accessed directly and rapidly in a user-friendly way and be provided to libraries and other information centers with IBM-compatible PC including at least a 512-Kbyte memory, one floppy-disk drive and a hard-disk of ten Mbytes.

Import promotion organizations.

Most of the developed countries have some kind of organizations that promote imports from developing countries. In some cases emphasis is placed on imports from those developing countries that receive the bilateral assistance from the developed partner. The adresses of these offices as well as a coded summery of the services offered are found in the previously mentioned ITC publication: World Directory of Trade Promotion Organizations. A few examples are described below.

CBI , Rotterdam, The Netherlands. The aim is to promote imports of industrial products and services from developing countries to Western Europe and the Netherlands. All services are free of charge and the some of the facilities offered are: the CBI guide "Exporting to the Netherlands"; product surveys on the Nethelands market; CBI News Bulletin, containing trade news and product offers from developing countries and distributed freely to importers; a trade documentation center; market entry services and human resource development.

COLEACP, Comité de Liason Europe-Afrique-Caribe-Pacifique, Paris, France. Its main activities are linked to the promotion of exports of tropical fruit exports, off-season vegetables, flowers, plants and spices from the ACP countries to the EEC.

Commonwealth Fund for Technical Cooperation, (CFTC), Commonwealth Secretariat., London, UK. This Fund provides technical assistance for economic and social development in Commonwealth countries and has established an Export Market Development (EMD) Programme to promote export diversification. Expertise has been provided in areas such as export incentives, export credit insurance and guarantee schemes, trade policies, pricing strategies and quality control among others. Other activities are the *Contact Promotion Programmes*, designed especially to aid new entrants or would-be exporters, and the *Buyer-Sellers-Meets* for more advanced countries, both aiming at inmediate results in terms of sales and foreign exchange earnings and market surveys for a wide range of commodities. Specific projects aiming at diversification into more processed commodities have been undertaken for products such as timber, cocoa, copra, coffee, jute, leather, cotton, rubber among others. Several publications and reports have been issued on these events.

DeCTA , Developing Countries Trade Agency, London, UK. The standard services offered to developing countries include: provision of a printed database on United Kingdom importers interested in products from developing countries; assistance to export executives from developing countires in particular regarding appointments and market information; supply of market data digests for United Kingdom imports of 30 - 40 products from developing countries and close contacts with their diplomatic officers resident in the United Kingdom.

PRODEC-IMPORT , Helsinki, Finland. The core activities are business contacts through trade delegations and exporters' mission as well as information services targetted at exporters in developing countries and Finnish importers. Last year more than 2000 enquiries were received. Main publications are: Exporter's Guide to the Finnish Market, updated every two years, Newsletter, distributed twice a year to export promotion agencies in developing countries and Tuontitiedote, sent five times a year to Finnish Importers.

Research institutes.

Institut de Recherches du café, du cacao et autres plantes stimulantes, Paris, France. The institute undertakes research mainly on coffee and cocoa and distributes scientific and technical information in this regard in a quarterly journal which also includes an economic overview.

International Food Policy Institute , Washington DC., USA. It undertakes research on national and international strategies and policies to meet food needs in the world. Research results are regularly published and distibuted to government officials and others concerned with food and agricultural policy.

Natural Resources Institute, Overseas Development Administration, Chatham Maritime, UK. It is the scientific arm of the British Governments Overseas aid programme. The main field of expertise are: resource assessment and farming systems, aiming at more efective use of land through improved knowledge of the resource base, integrated pest managment to develop inter alia environmental strategies, and food science and crop utilization to improve the quality of commodities for domestic as well as export markets of developing countries. The work is done within the area of renewable natural resources including the following commodities: cereals, livestock, roots and tubers, oilseeds, fruit and vegatables, forestry, fisheries, sugar and fibers, legumes, beverage crops and spices. The publications cover a broad range of subjects such as processing, marketing technolgy and are promoted through a quarterly newsletter "Resource", all free of charge for governmental institutions and non-profit-making organizations in countries eligible for British aid.

Raw Materials Group, (RMG). , Stockholm, Sweden. The RMG undertakes studies and surveys for a number of clients which can range from short-term extracts from RMG's database to long-term research projects. The RMG has established a database on ownership, control and production in the world mining industries. It contains data on mine production of 40 non-fuel minerals on a company basis, production values and data on corporate control, covering data for 2 200 companies in 1975, 1984-87.

Government departments

There is a lot of information available from departments of developed country governments. For example, some ***USDA,*** publications are:

Caribbean Fruits and Vegetables. Market characteristics for U.S. imports of selected fruits and vegetables from the caribbean, Central America, and Mexico for 1975-85. Includes annual and monthly supply, use, and trade data as well as monthly wholesale prices for New York and Chicago. US$ 65.

Vegetable Yearbook Production, acreage, value, prices, imports, exports, and per capita utilization for major fresh market and processed vegetables, 1970-1989. Also includes data for potatoes, sweet potatotes, dry beans and peas, and fresh and processed mushrooms. US$ 35.

Fruit and Nut Yearbook. Annual data, 1970-1988,on production, trade, supply and utilization, prices, and value of production for fruit and nuts including citrus, other tree fruits, grapes, and utilization of processed fruit and fruit juices. US$ 45.

World Agricultural Trends and Indicators. Annual data for 160 countries, 1961-88 on macroeconomics; consumption; factors of production; aggregate production (value and indices); crop production, area, and yield and livestock produciton by commodity; value of total merchandise and agricultural trade (including United States bilateral trade), and trade indicators; and value of agricultural trade by commodity groups. US$ 35.

PS&D View. This menu-driven software system displays a time series graph of any of the 12 balance sheet variables for any of 76 countries or regions in the official USDA Production, supply and distribution database. It also fits regression trendlines, displays tables of the data, and downloads subsets of the data in spreadsheet-readable files. Eleven commodity data files are included: total grains, feed grains, soyabeans, soybean meal, soybean oil, cotton, corn barley, rice sorghum, and wheat. A 25-page manual is included. (Note: Requires an IBM or compatible personal computer, MS-DOS or PC-DOS, and 300 kb of available RAM. Graphics support is provided for VGA, EGSA, MCGA, CGA, and Herciles monochrome hardware.) US$ 45.

U.S. Trade, 1978-87. Annual data on the value of imports and exports for 100 industry-based (SIC) commodity groups. The database covers U.S. trade with 110 countries. US$ 135.

US Department of Commerce: "A Basic Guide to Exporting". It provides information needed to export profitably, what decisions have to be made and what knowledge is needed to make them and where to get the necessary information. It discusses export strategy, market research, financing, and product packing. Though certain aspects concern only United States exporters, most of the material is useful for exporters in general. United States Government Printing Offices, Washington DC, US$ 19.

Investment promotion agencies.

Most developed countries have policies and programmes to promote direct investment in developing countries. These programmes usually include some kind of investment guarantee systems especially as regards export-oriented investment. Information on investment opportunities is another aspect of these programmes. Most of the DAC countries provide finance for pre-feasability studies and feasability studies, in general providing for about 50% of the costs.

Centre for Development of Industry (CDI)., Brussels, Belgium. This centre was created within the Lomé Conventions to accelerate industrial development in ACP countries. It can supply information on various sectors including agricultural products and food processing, the leather, timber and textile industries. The information is available on a number of relevant aspects such as investment codes in the ACP countries as well as on EEC enterprises and Eurpean investment policies towards the ACP states. It also provides finance for feasibility studies for small and medium-scale projects and arranges contacts between entrepreneurs for joint ventures.

Deutsche Finanzierungsgesellschaft für Beteiligungen in Entwicklungsländern, DEG ,Hamburg, Federal Republic of Germany. It was created in 1962 to help small and medium in the Federal Republic enterprises to create subsidiaries in developing countries, special interest being put into the creation of joint-ventures, transfer of technology, processing of raw materials and transfer of management kow-how. DEG actively searches for new opportunities, presents proposals to entrepreneurs, helps them to contact the developing country partners and informs them about the conditions in the countries in question. DEG participates in the capital or gives loans.[15]

SWEDFUND, Stockholm, Sweden. An autonomous organization created in 1979 to stimulate industrial investment in developing countries. It acts as an agent between enterprises in developing countries and Swedish business circles through financing part of the feasibility studies, through partcipation in the capital of up to 30% or by loans and guarantees. It operates with both private and public enterprises, especially small and medium. As regards natural resource based production SWEDFUND only participates if the project contains an element of processing.

Private sources:

APROMA, l'association à produits :a marché CEE/ACP, Paris, France. This is a non-profit association created to improve the conditions for commercialization of the production the ACP states. Members are trading organizations, public or private in ACP countries, the Interafrican Coffee Organization, traders, processor, agents, and London Fox among others. Activities are mainly linked to commodities such as coffee, cocoa and oils and oilseeds and cover: training courses in commodity trading, technical assistance missions, help creating systems to collect, use and diffuse information used by sellers and buyers. The aim in the latter is mainly to provide the ACP members with access to and treatment of information, with regular information on market trends and in-depth analysis of problems, through bi-monthly review ***APROMA***

Commodity exchanges: (LME, LFOX, CBOT, CSCE, COMEX, etc.) Commodity market prices.

CYCLOPE, Paris, France, an annual report on main events and the functioning of international markets, including among the commodities: citrus fruits, bananas, cocoa, coffee, cereals, spices, fruits and legumes, milk, fish, potatoes, rice, sugar, tobacco, tea, meat and wine as well as several minerals and metals. For each product there is a detailed analysis of the current situation, the latest avail able statistics on production, trade and consumption as well as price curves representing the international evolution.

Financial Times: Commodity market price indices (daily), country surveys are published on a regular basis.

Landell and Mills Commodity Studies (Oxford): Landell Mills Commodity Studies (LMC), is a private consultancy firm which provides information on many aspects that are not easily available in studies of two kinds, ***Single Client Studies*** to meet specific needs of individual clients on a variety of issues in relation to the commodities covered by LMC or, for groups of clients, the ***Multi-Client Studies***. The latter cover areas such as market and trade analysis, forecasting, optimal price strategies, production costs, prospects for new products and international trade disputes and have

---

[15] For a more detailed discussion on these aspects see OECD: "Promouvoir le secteur privé dans les pays en développement ", Paris, 1990.

covered many commodities including coffee, cocoa, copper, leather, rubber and tyres, sugar and sweeteners and vegetable oils and oilseeds industries. The fees for these studies range from US$ 15 000-20 000 and US$ 25 000 to 30 000, the lower range being applied when subscribing prior to the commissioning date. Regular publications are:

Commodity Bulletins, a series of monthly publications analysing market developments, providing information on production, consumption, stocks, prices and trade for cocoa, coffee, sugar, rubber, oils and oilseeds and sugar.

Quarterly Reports, a series of quarterly publications that go beyond the scope of the bulletins by including 18-month forecasts and more in-depth analysis. They cover oils, oilseeds and meals, sugar and sweeteners and rubber and tyres.

Analysis, a recent series of monthly publications examining the structure, economics and developments of particular industries, the first of this series being *Sweetener Analysis*, published March 1990.

Latin American Commodities Report , a monthly newsletter published by the Latin American Newsletters Ltd, London, UK containing brief analysis and news, country and/ or commodity focussed.

Reuters Economic Services. : Commodity market prices. (85 Fleet Street, London EC4.)

The Wall Street Journal. : Commodity market prices.

Selected product-specific sources

Bauxite/alumina/aluminium

UNCTAD: provides statistics on production, consumption and trade, including estimates for socialist countries in the Commodity Yearbook, Prices are published in the Monthly bulletin.

The International Primary Aluminium Institute (IPAI): Data are based on reports from member companies. They include data by region on primary aluminium production (quarterly), movements of primary aluminium between socialist and non-socialist countries (limited coverage, quarterly), primary aluminium production capacity (twice per year), aluminium inventories (quarterly), secondary aluminium recovery (annually), alumina production (quarterly) and alumina production capacity (twice per year). Until the autumn of 1989, production and inventory figures were published monthly. Speical reports on energy use etc., are usually published annually.

Metallgesellschaft: Data are published annually and the format is similar to that of WBMS. For some developed countries, statistics on consumption in different end-uses is supplied.

National industry associations: These associations do not exist in all countries, and the quality of the information published varies a great deal. The most well-known is the Aluminium Association in the United States, which publishes accurate and speedy (monthly) data on production, consumption and inventories in that country. Some developing countries, for instance Brazil and Mexico, also publish data of high quality. The data published by these associations are of particular interest since they are often the only sources of information on consumption of semi-fabricates.

World Bureau of Metal Statistics (WBMS): Information is published monthly by country on bauxite, alumina and aluminium production, aluminium stocks (using IPAI data), consumption of refined (primary) aluminium, secondary production, world trade and production of semi-fabricates.

Information on the aluminium industry can be gathered from many sources which include news on market movements, prices (also for bauxite and alumina), investment projects, changes in ownership, capacity utilization, sales, production costs, profits and government/private sector relationships. The following list includes the main publications:

American Metal Market, New York, five times a week (for data on end-uses and North American market).

IBA Quarterly Review, Kingston, Jamaica, (provides quotes from other publications along with detailed, in-depth structural analyses).

Industrial Minerals, London, monthly (information on bauxite and alumina, in particular technology and end-uses).

Japan Metal Bulletin, Tokyo, three times a week (news on Japanese market).

Light Metal Age, New York, quarterly (technological information).

Metal Bulletin Monthly, London, (in-depth articles on countries and companies).

Metal Bulletin, London, twice weekly (in particular for analyses of price movements on the LME).

Metals Week, New York, weekly (in particular for information on North America).

Metalworking News, New York, weekly (information on end-uses and technology).

Mining Journal, London, weekly (project news).

Mining Magazine, London, monthly (sometimes in-depth articles on mining projects).

Cocoa

Weekly/Monthly:

Bulletin Cacao, Café, Sucres , Agence France-Press, a newsletter containing short news on events regarding those products.

Café, Cacao, Thé , Institut Français du Café et du Cacao, Paris. (Quarterly).

Cocoa Bulletin , Landell and Mills Commodities Studies, Oxford. (Monthly).

Cocoa and Coffee International, International Trade Ltd., UK, published six times a year, containing country news from producing and consuming countries, articles on different subjects related to events relevant to cocoa and coffee producers and/or exporters, price annual subscription £ 88, for Europe £ 48.

Cocoa Market Report : Gill&Duffus Group Ltd. of London, overall supply/demand, production and exports by producing countries, imports and consumption in main markets, daily prices.

Cocoa Statistics, Gill&Duffus Group Ltd. of London, production, exports and imports of cocoa beans, liquor and paste powder by main countries, prices.

Foreign Agriculture Circular (FAS) - Cocoa , US Department of Agriculture, Washington DC.

Quarterly Bulletin of Cocoa Statistics , ICCO, London.

Others:

Cocoa, A Trader's Guide , ITC, Geneva.

Studies in the processing, marketing and distribution of commodities, the processing and marketing of cocoa: Areas for international co-operation. ,TD/B/C.1/PSC/18/Rev.1 UNCTAD, Geneva.

Fish and seafood

Fisheries Issues, Trade and Access to Resources, OECD, Paris, 1989. A follow up of the previous study *Problems and Trade in Fishery Products*, providing a country by country analysis of measures, policies and practices affecting imports and exports of fishery products and addressing bilateral fishing agreements.

Frozen shrimps: Market study on frozen shrimps in Japan External Trade Organization (JETRO) Tokyo, Japan. Market study on frozen shrimps in Japan - gives comments and data on production and consumption trends, import demand characteristics, quality standards and import regulations. Also gives list of addresses of members of the fishery product importers' association. Free to developing countries.

INFOFISH marketing digest: FAO INFOFISH, Kuala Lumpur, Malaysia. Bimonthly periodical with information on the marketing of fishery products, with particular reference to material of interest to developing country producers in South-East Asia and Oceania. Price: $25.00.

INFOFISH trade news: FAO INFOFISH. Kuala Lumpur, Malaysia. Semi-monthly periodical giving information on fishery products (including shrimp) in South East Asia and Japan- gives summary news of fishery sector development and detailed prices by specific species or type of fishery products in various markets. Price: $295.00.

Market news and price report: Semi-monthly periodical FAO/UNDP INFOPESCA, Panama. Semi-monthly periodical dealing with fishery products (including shrimp), gives market news and prices, international coverage - also gives announcements of products offered or requested. FAO/UNDP. Price: $200.00.

Register of import regulations for fish and fishery products: FAO/Norway Co-operative Programme. A loose-leaf guide to regulations, requirements and policies affecting imports of fishery products (including shrimp), has international coverage - gives checklist in table form by country, also gives lists of relevant government agencies and other trade-related bodies, with addresses.

Recommended international standards for quick frozen shrimps or prawns Joint FAO/WHO Food Standards Programme. Codex Alimentarius Commission Rome, Italy. Booklet on shrimp and prawns giving internationally recommended standards for frozen shrimp. Price: Free.

Surgelation: Fédération des industries et commerces utilisateurs des basses températures, Paris, France. Monthly periodical on the frozen food industry (including shrimp) in France and other EEC countries - gives sector and enterprise news, information on new products, technical articles and information on political and economic issues. Price: FF 309.00 p.a.

The United States Market for Seafood: A guide for developing countries., ODNRI, UK, 1988., containing a analysis of supply and demand for seafood, prospects for developing country suppliers and recommmendations for effective marketing of seafood. The Annex explains how to gain access to the US market, packing of seafood, techniacal regualtions applying to seafood, information sources on the US market as well as a list of english, american and scietific names fo fish and shellfish. Price £ 21, free of charge for governmental institutions and non-profit-making organizations in countries eligible for British aid.

Western European Markets for Edible Fish; the Prospects for Developing Country exports., ODNRI, UK, Nov. 1988. This reports analyses the individual markets of in RFA, France, Italy and Spain describing the market profile, trade structure and marketing channels for freshand processed including canned fish and crustaceans indicating specific considerations for suppliers in developing countries. The annex contains a list of important contacts and sources of information in each of the markets as well as regulations, tariffs and important tariff quotas in the EEC. Price £30, free of charge for governmental institutions and non-profit-making organizations in countries eligible for British aid.

Yearbook of fishery statistics, catches and landings: FAO. Annual publication on fishery products (including shrimp) - gives statistical data on catches and landings by major fishing areas and countries. Price: $20.00.

Yearbook of fishery statistics: fishery commodities: FAO. An annual publication giving statistical data on fishery products, fresh, frozen, and processed (including shrimp) - gives 3- to 7-year production and foreign trade statistics with breakdown by country. Price $20:00.

Fresh fruits, vegetables and fruit juices

COLEACP (France): trade information on off-season vegetables, flowers, plants and spices.

Fresh produce journal, London, weekly wholesale prices and general information UK market trends.

Fruit and tropical products, Commonwealth Secretariat, twice a year containing an overall overview, data on production, prices and trade for fruit, cocoa, coffee, oilseeds and vegetable oils and spices, annual subscription £45.

Guidelines for exporters of avocados, mangoes, pineapples, papayas and passion fruit to the UK market, Commonwealth Secretariat, London, on how, where, when and what to export to the UK market, list of major and potential importers, transport and packing standards.

Information sources on the canning industry, UNIDO, list of information sources on the food processing industry and alike products.

International Fruit World, Basel, Switzerland, export and import statistics, country reports of major traders, transport, technology, trade fairs and meetings, three times a year, US$ 110 outside Europe.

Intergovernmental Group on Citrus Fruit reports, FAO, comments on supply/demand, international trade statistics etc.

Manual on the packaging of fresh fruits and vegetables, ITC, on export packing standards.

Market News Service ITC, provides information on horticultural products which is not easily available.

Tropical and off season fresh fruits and vegetables, ITC, analysis of main European markets, adresses of main importers in each country, information on import duties and regulations.

The UK market for Fresh Exotic Fruit 1988., ODNRI, Chatham, UK., demand for exotic fruits, marketing channels, price formation and trade regulations.

USDA: Fresh fruits and vegetables, some characteristics of the US market for nine selected imports, ERS, 1975-1985 US production, imports, exports, stocks, apparent consumption and per capita consumption (avocados, broccoli, cantaloups, cauliflower, cucumber, honey dews, limes, mangoes, peppers, avacados) sources of supply, monthly and wholesale prices NY Chicago, import by country and port of entry, available on disquette US$60.

Fresh fruit prices and marketing spreads, retail values, wholesale and shipping point prices, transportation charges and market price spreads for eight fresh fruits. Diskette US$35.

Fresh vegetable prices and marketing spreads, 1985-89 US$35.

Fruit and Nut Yearbook, Annual data on production, supply and utilization , prices for fruit and nuts including citrus as well as data on supply and utilization of processed fruit and fruit juices, disquettes US$

United States Fruit and vegetables processing industry, Analyses consumer demand, expenditure and supply trends for processed fruits and vegetables, describes and analyses the structure of the United States processing industry and gives a description United States Government regulations on the

fruit and vegetable processing industry. It contains yearly data on United States harvest areas, production in values and quantities as well as United States exports to main markets by product. S45.

Iron ore

Weekly/Monthly:

The kind of information which can be gathered from the following magazines covers news on market movements, prices, investment projects, changes in ownership, capacity utilization, sales, production costs, profits and government private sector relationships.

Canadian Mining Journal

Engineering and Mining Journal

Japan Steel Bulletin (Japan Iron and Steel Institute)

Metal Bulletin twice weekly (in particular for analyses of price movements on the LME).

Metals and Minerals International

Metals Week, New York, (in particular for information on North America).

Mining Journal, London, (project news).

Mining Magazine, London, (sometimes in-depth articles on mining projects).

Yearly:

Iron Ore Statistics 1979-1988 UNCTAD TD/B/IPC/IRON ORE/AC.1/13 , Geneva, an annual publication prepared for the meeting of Intergovernmental Group of Experts on Iron ore, providing data on production, exports, imports, apparent consumption and stocks in main markets.

Iron and Steel Scrap: its significance and influence on further developments in the iron and steel industries (EEC/STEEL/57) , Geneva, 1987 third up-date. Statistics on scrap balance of individual countries, steel production by process and implications for scrap collection and external scrap requirements, international scrap trade.

Review of the current market situation and outlook for iron ore UNCTAD (TD/B/IPC/IRON ORE/AC.1/14) Geneva, an annual publication prepared for the meeting of Intergovernmental Group of Experts on Iron ore. It contains an analysis of factors affect ing supply and demand for iron ore and steel including financing and investment plans of the iron ore mining industry, short-term prospects, international trade, prices and transport costs.

The Steel Market in 1989 , United Nations publication, Sales No. E.88II.E.29 (EEC/STEEL/61), Geneva. Annual review of the steel market, supply/demand in main markets, main steel-consuming sectors and main materials used in steel production.

Others:

An appraisal of minerals availability for 34 commodities USDI, Bureau of Mines, Washington DC, 1987. An analysis of the mineral supply potential of the United States and of other market economies assessing availabilty of 34 key minerals on a world wide basis. It presents "availability curves" on how much of the mineral that can be recovered as a function of production costs. Deposits covered account for about 85 to 90 % of existing production in market economies.

Mineral industries of Latin America USDI, Bureau of Mines, Washington DC, July 1988. Part of an ongoing series designed to provide information on the world mineral industries from a regional perspective, describing and analysing salient features of the mineral industries in the different countries and their contribution to and role in international supply and demand of different minerals.

An econometric model of the iron ore industry World Bank Staff Commodity Working Paper No.19, Washington DC, 1987. This study examines the iron ore industry including feature related to production, consumption, trade, price structure and the role of government. It descibes the main features and the linkages of the model, its validation and its multiplier analysis. The validation indicates that it is suitable for policy analysis.

Future western world supplies of iron ore International Iron and Steel Institute (IISI), Committee on Raw Materials, Brussels, 1989, third in a series initiated in 1981. It is the third in a series on future iron ore availabilities, reflecting the situation in early 1988 as regards iron ore production and capabilities including export capabilities until year 2000 and covering data on around 140 mines in 38 countries.

The Mineral industries of Mexico , 1988 review, USDI, Bureau of Mines, Washington DC, July 1988. One in a series of country based reviews on the mineral sector, mainly including data on prodction and trade with a brief discription of government policies and programs.

The sea-borne transport of iron and steelmaking raw materials. International Iron and Steel Institute (IISI), Committee on Raw Materials, Brussels, 1986. An historical analysis of the nature and scope of sea-borne trade in steel-making bulks, with emphasis on iron-ore and coal. It examines factors determining freight rates, including cargo size and composition, port expenses, fuel prices, length of voyage and the interaction of the total demand for dry bulk sea-borne transport with the total supply of seagoing vessels as well as adressing the steel industry's commercial and strategic considerations on bulk shipments.

Sinter and pellets - production and use capacities. International Iron and Steel Institute (IISI), Committee on Raw Materials, Brussels, 1988. A survey of sintering and pelletizing facilities based on a questionnaire to IISI members and also presents papers and discussions on the improvement of CVRD's pelletizing complex at Ponta de Tubarão, the technical aspects of the use of iron ore in the Japanese steel industry and the use of pellets in blast furnaces.